

L7- Global Solutions Lead for Amazon Business Government, Federal

Founded in 1994 and headquartered in Seattle, Washington, Amazon completed its public offering in May 1997 and is traded on the NASDAQ under AMZN. Employing more than 230,000 people worldwide, Amazon's net sales were up 20% in 2015 to \$107 billion, compared to \$89 billion in 2014. Over the past four years we have doubled in size both in revenue and global staffing. The consumer business is our core business comprised of retail (sales through Amazon.com), seller services (a series of services offered to third parties sellers to help them sell online), core technology platforms, and operations business units.

Amazon Business is re-inventing the way businesses shop. Launched in April of 2015, Amazon Business, exceeded \$1B in sales in the first year. We are applying the same entrepreneurial and innovative approach that delivered the Amazon.com shopping experience, new technologies, products (like our Amazon Echo, Kindle e-readers, and tablets), and enterprise services (like Amazon Web Services). With our drive to reinvent on behalf of business customers, we are focused on building Amazon Business into the largest and most innovative Business-to-Business (B2B) marketplace in the world.

The Government business is a prioritized industry within Amazon Business. Our mission is to make Amazon the preferred shopping destination for local, state, federal government customers. We seek to understand the specific needs of our government customers, vendors, and sellers in order to deliver innovative solutions to serve their mission needs.

In this role, you will lead the Federal Government business for Amazon Business Government. You will:

- Define the set of solutions (combined product features and Amazon-wide capabilities) that define the Federal Government go to market strategy
- Own the financials for the Federal Government business, coordinating across sales/marketing/alliances to set and achieve targets
- Own the holistic Federal Government customer experience (CX) – the end to end customer journey including pre-sales and post-sales, from the high-level journey to individual feature user interface details (UI)
- Determine the new product features, capabilities, and feature enhancements required to reach the long-term vision for your Solution. Drive build, buy, and partner recommendations to reach the end-state solution
- Program manage overall Solution readiness
- Document overall messaging and positioning – based on personas, determine the most acute and meaningful issues and develop messaging and positioning for each
- Identify the go-to-market channels (sales, marketing, alliances, etc.) that AB Government will use for each Federal Government solution
- Work cross-functionally with sales, marketing, product, tech, and customer service to operationalize the solution
- Define the 3-year Federal Government roadmap, set quarterly, annual, and 3-year-planning goals
- Use a portfolio management approach to balance and prioritize product investments
- Speak at industry conferences and be the face of the Federal Government business for Amazon Business Government

- Regularly meet and interact with senior Amazon and customer executives

Basic Qualifications

- 7+ years' of experience in a senior procurement, product, legal, marketing, or sales role
- 5+ years' experience working with Federal Government agencies
- Bachelor's plus advanced degree
- Expertise and demonstrated leadership in program and project management, with heavy emphasis on go to market
- Demonstrated ability to turn customer needs and pain points into innovative products and solutions
- Strong oral and written communication skills, as well as ability to think clearly, analyze quantitatively, problem-solve and prioritize
- Sound business judgment, proven ability to influence others, and strong analytical thinking skills are critical to success in this position
- An entrepreneurial mindset, with the tenacity to develop ideas independently, ability to multitask and thrive in fast-paced environment is crucial
- Executive presence with customers and senior Amazon leadership

Preferred Qualifications

- 3+ years' experience in B2B
- 5+ years' experience in government technology
- Experience in procurement and sourcing industries